

## Message Text

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PAGE 01 KINGST 02306 171303Z

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C O N F I D E N T I A L KINGSTON 2306

STADIS/EXDIS////////////////////////////////////

EO 11652: GDS

TAGS: EMIN, EINV, JM, US

SUBJECT: ALCOA TO START TALKS WITH GOJ

REF: KINGSTON 2242

1. LOCAL ALCOA MANAGER PAUL CROUCH INFORMED ME THIS MORNING THAT ALCOA HAS BEEN REQUESTED BY BAUXITE COMMISSION TO OPEN DISCUSSIONS JUNE 18 OR AS SOON AS POSSIBLE THEREAFTER. ALCOA HAS COUNTERED WITH SUGGESTION THAT TALKS BEGIN JUNE 30 OR JULY 1. PARENTHETICALLY CROUCH MENTIONED THAT ALCAN HAS MADE NO CONCRETE PROPOSAL TO GOJ AS YET AND WILL BE RESUMING ITS DISCUSSIONS WITH GOVERNMENT JUNE 26.

2. CROUCH IS LEAVING KINGSTON TODAY FOR MAIAMI WHERE HE WILL MEET WITH REPRESENTATIVES OF OTHER LOCAL BAUXITE COMPANIES TO DISCUSS "LABOR PROBLEMS." CROUCH WILL ARRIVE IN PITTSBURGH JUNE 18 TO DISCUSS WITH ALCOAS TOP MANAGEMENT WHAT HE TERMS

IS A "NEW APPROACH" TO THE NEGOTIATIONS WITH GOJ.

3. SPECIFICALLY WHAT CROUCH PROPOSED IS THE FOLLOWING:

A. SETTING UP A MEETING IN WASHINGTON LATER THIS WEEK BETWEEN ALCOA'S NEW PRESIDENT CROME GEORGE AND WHOEVER THE STATE DEPARTMENT MAY DESIGNATE, TO DISCUSS ALCOA'S APPROACH TO THE UPCOMING NEGOTIATIONS. CROUCH SEES THIS MEETING  
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PAGE 02 KINGST 02306 171303Z

AS AN OPPORTUHIITY TO EXCHANGE VEIWS AND ASSURE THAT ALCOA

AND THE USG "ARE IN STEP".

B. AN EARLY MEETING IN KINGSTON OF ALCOA PRESIDENT GEORGE AND P M MANLEY. CROUCH IMPLIED TO ME THAT THE GEORGE-MANLEY MEETING WAS DESIGNED TO SIGNAL A CHANGE IN ALCOA'S ATTITUDE, INTRODUCE THE "NEW TEAM" AND UNDERLINE THE PASSING OF THE HARPER ERA. ACCORDING TO CROUCH'S SCENARIO, HOWEVER, GEORGE WOULD NOT BE A MEMBER OF ALCOA'S NEGOTIATING TEAM.

C. A NEGOTIATING TEAM CONSISTING OF CHARLES PARRY, VP FOR RAW MATERIALS, AL KALTWASSER, VP OF REFINING DIVISION, AND PRESIDENT ALCOA JAMAICA: AND ALCOA VP AND MANAGING DIRECTOR JAMAICA, PAUL CROUCH. CROUCH DOES NOT WANT TO SEE ANY OF ALCOA'S U S -BASED ATTORNEYS ON THE TEAM, ONLY LOCAL COUNSEL, AS HE FRANKLY FEELS THAT ATTORNEYS FROM THE STATES "SCREWED UP" THE LAST ROUND OF NEGOTIATIONS

4. CROUCH REITERATED THE FACT THAT THE CHEAPEST WAY FOR JAMAICA TO INCREASE ITS ALUMINA PRODUCTION IS TO ADD ON TO THE EXISTING ALCOA PLANT IN CLARENDON, CORNELL MAIER OF KAISER, MADE THE SAME OBSERVATION TO THE EMBASSY LAST WEEK (PARA 4 REFTTEL) AND I WOULD NOT BE AT ALL SURPRISED TO SEE THIS SUGGESTION EMERGE AS A KEY ELEMENT OF ALCOA'S NEGOTIATING POSITION

5. COMMENT: I WELCOME CROUCH SUGGESTION OF GEORGE MEETING WITH SENIOR STATE OFFICIALS, AS IT SHOULD ALLOW US TO PROBE ALCOA POSITION WHICH IS NOT CLEAR TO US. CROUCH WILL BE TELEPHONING ARA/CAR - JOHN BURKE TO FURTHER DISCUSS MEETING PROPOSAL FOLLOWING DISCUSSION WITH ALCOA PRINCIPALS IN PITTSBURGH JUNE 18. GERARD

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